



4D Group

London Market Underwriting 955

Name: _____

Department: _____

I understand the areas....

| | Yes | No | I think so |
|----------------------------------------------------------------------|-----|----|------------|
| 1. The London and global insurance and reinsurance markets | | | |
| The London and global insurance and reinsurance markets | | | |
| London Market insurance and reinsurance underwriting | | | |
| Licensing, legal and regulatory issues relating to the London Market | | | |
| International Accounting Standards | | | |
| Personal responsibility | | | |
| 2. Underwriting systems and controls | | | |
| Operational risks | | | |
| Accountability and responsibility | | | |
| Underwriting of risks and risk mitigation | | | |
| Business planning | | | |
| The key underwriting people | | | |
| 3. Placing business in the London Market | | | |
| The placing process | | | |
| London Market Principles Market Reform Slip | | | |
| Market agreements | | | |
| Third party service providers | | | |
| Delegated underwriting authorities | | | |
| Binding authorities | | | |
| 4. Principles and practice of pricing | | | |
| Key underwriting factors | | | |
| Core underwriting decisions | | | |
| Risk pricing | | | |
| First loss and excess of loss underwriting | | | |
| Rating models | | | |
| Practical pricing considerations | | | |
| 5. Retention and reinsurance strategies | | | |
| Definition of insurer's retention | | | |
| Outwards and inwards reinsurance | | | |
| Reinsurance selection | | | |
| Reinsurance programme management | | | |
| 6. Reserving practice | | | |
| IBNR | | | |
| Methods of reserving | | | |
| Actuarial review | | | |
| 7. Managing exposure | | | |
| Probable Maximum Loss (PML) | | | |



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|------------------------------------------------|-----|----|------------|
| Exposure | | | |
| Market assumptions | | | |
| PMLs and inwards reinsurance | | | |
| 8. Measuring and monitoring performance | | | |
| Management information | | | |
| Business plans and monitoring | | | |
| Loss ratios and profitability | | | |
| Benchmarking | | | |

Please list the most important topics you would like to cover in your training session

- 1
- 2
- 3
- 4